

Figure 1B

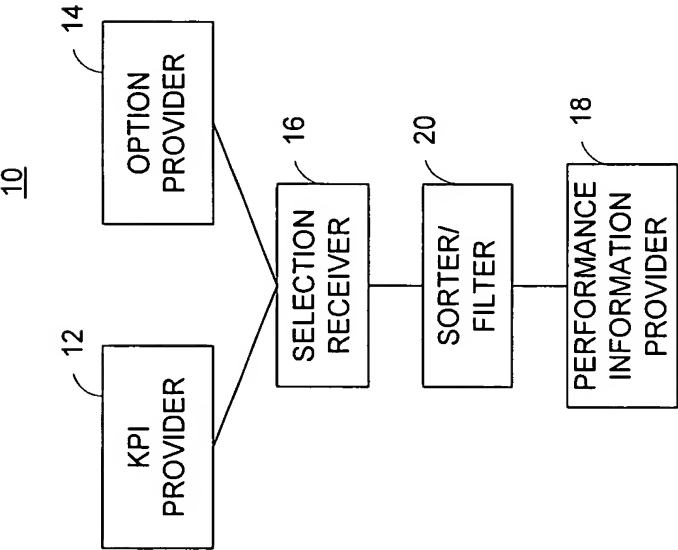


Figure 1A

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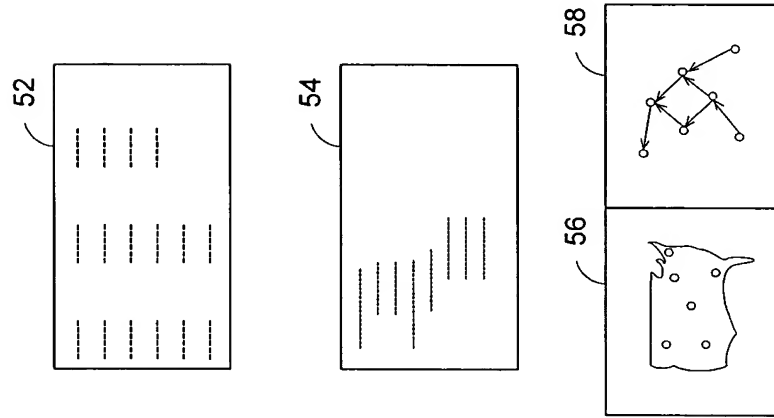


Figure 1D

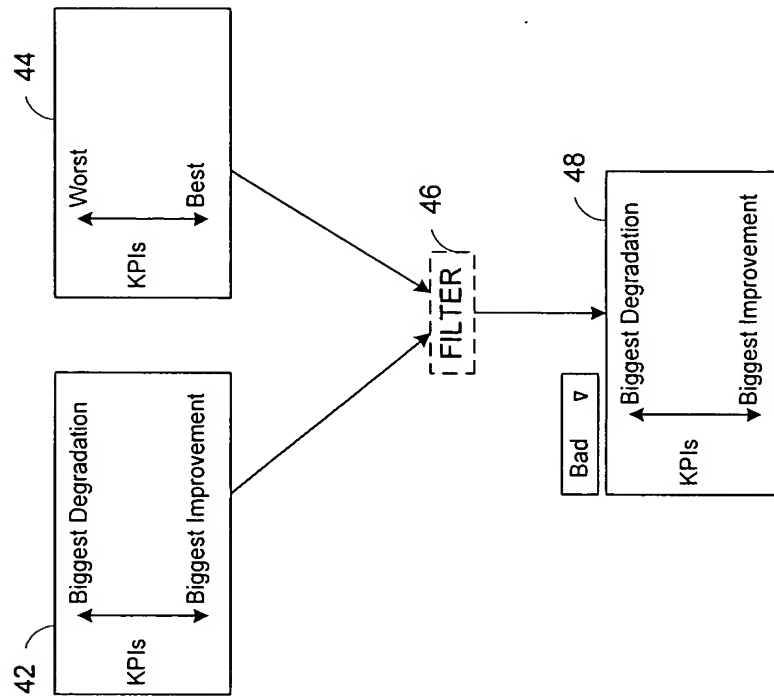


Figure 1C

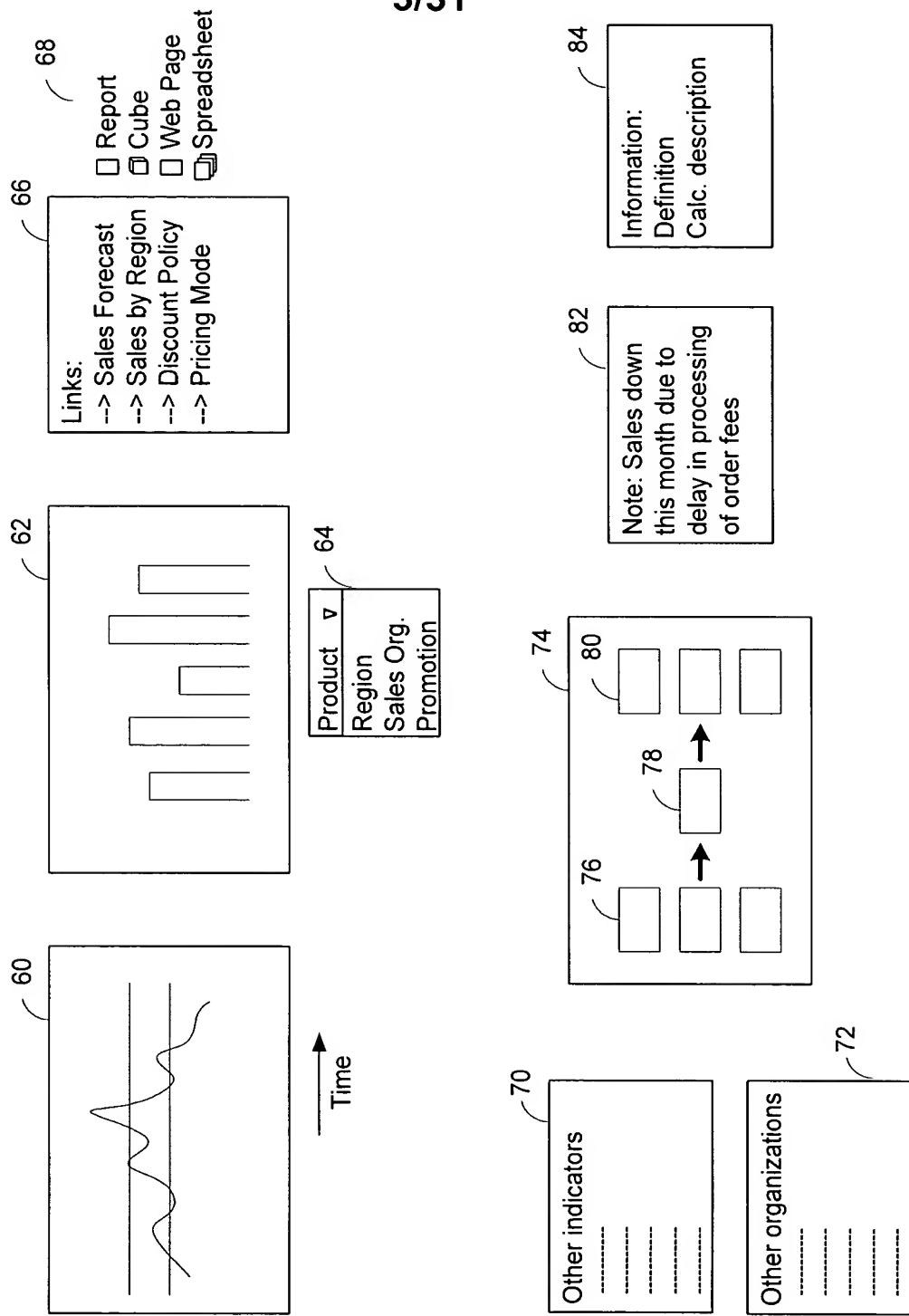


Figure 1E

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http://soltappsdemo:8080/application/userui/en/page?pid=preferences&sid=13&cid=kk

## Preferences

Select the default settings for viewing your scorecards.

**Home Scorecard:**  
Eastern Region (NY)

**Default order of indicators:**  
☐ Custom order. (not sorted on any column)  
☒ Sorted on column:  
    % Change  
    ☐ Ascending  
    ☒ Descending

**Default Scorecard Grouping:**  
Perspective/Objective

**Default Language:**  
English

**Default Currency:**  
USD

**Indicator Status Style:**  
Traffic Lights

Figure 1F

Eastern Region (NY)

None

None

None

Perspective

Objective

Perspective/Objective

Critical Success Factor

Initiative

Status	Title
●	Overall
●	Dishwash
◇	Product P
●	...

Figure 1G

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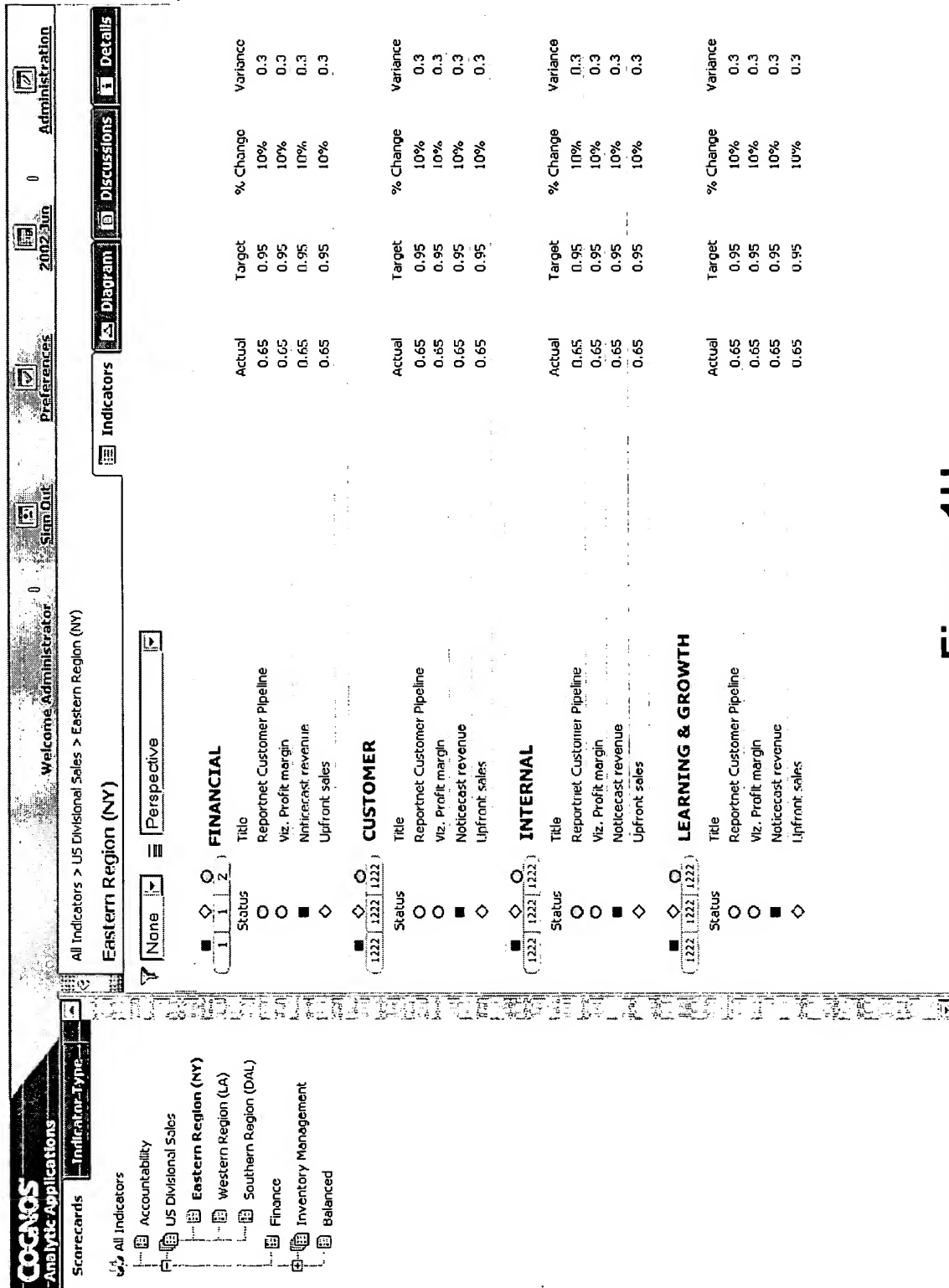


Figure 1H

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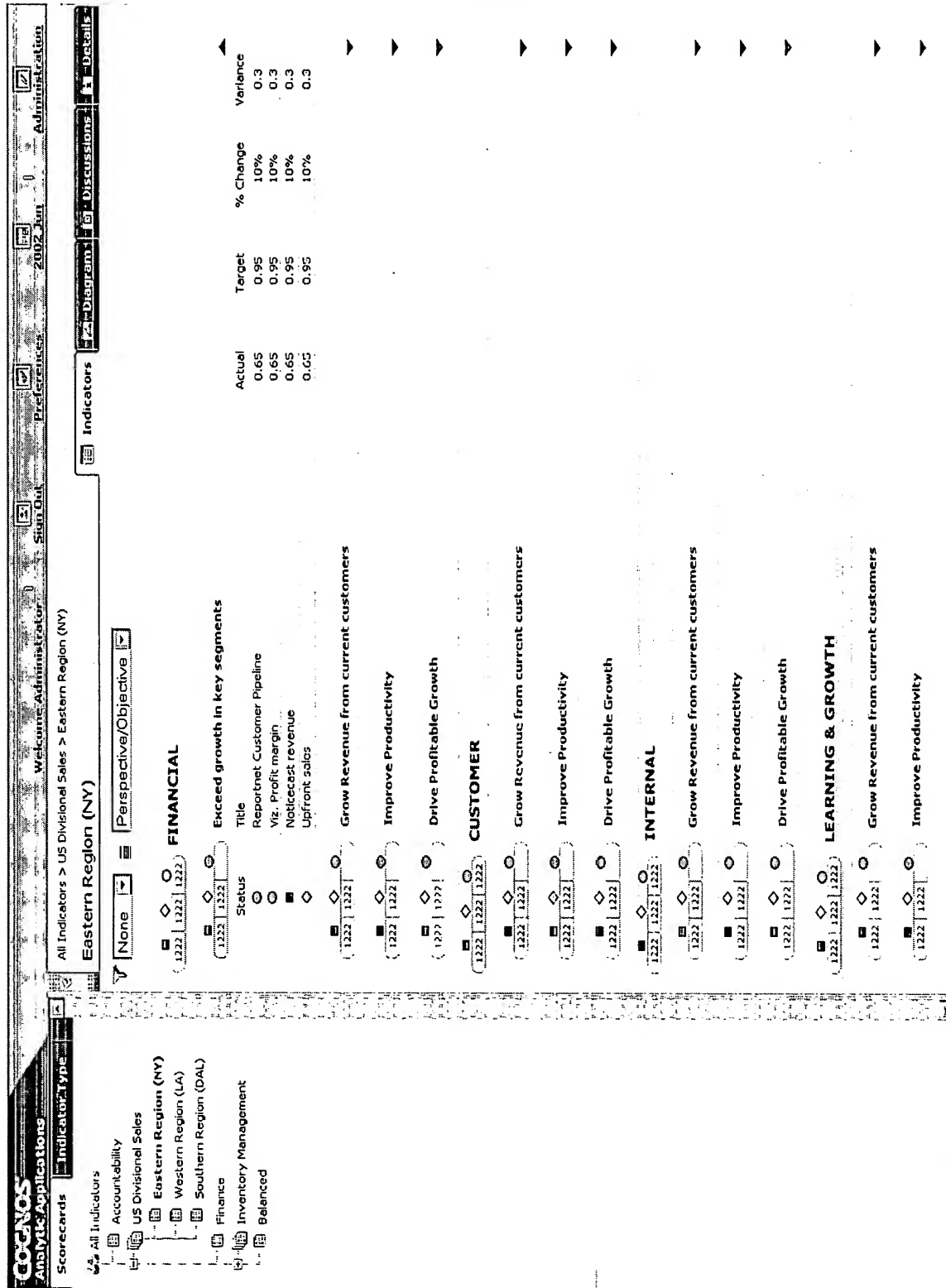


Figure 11

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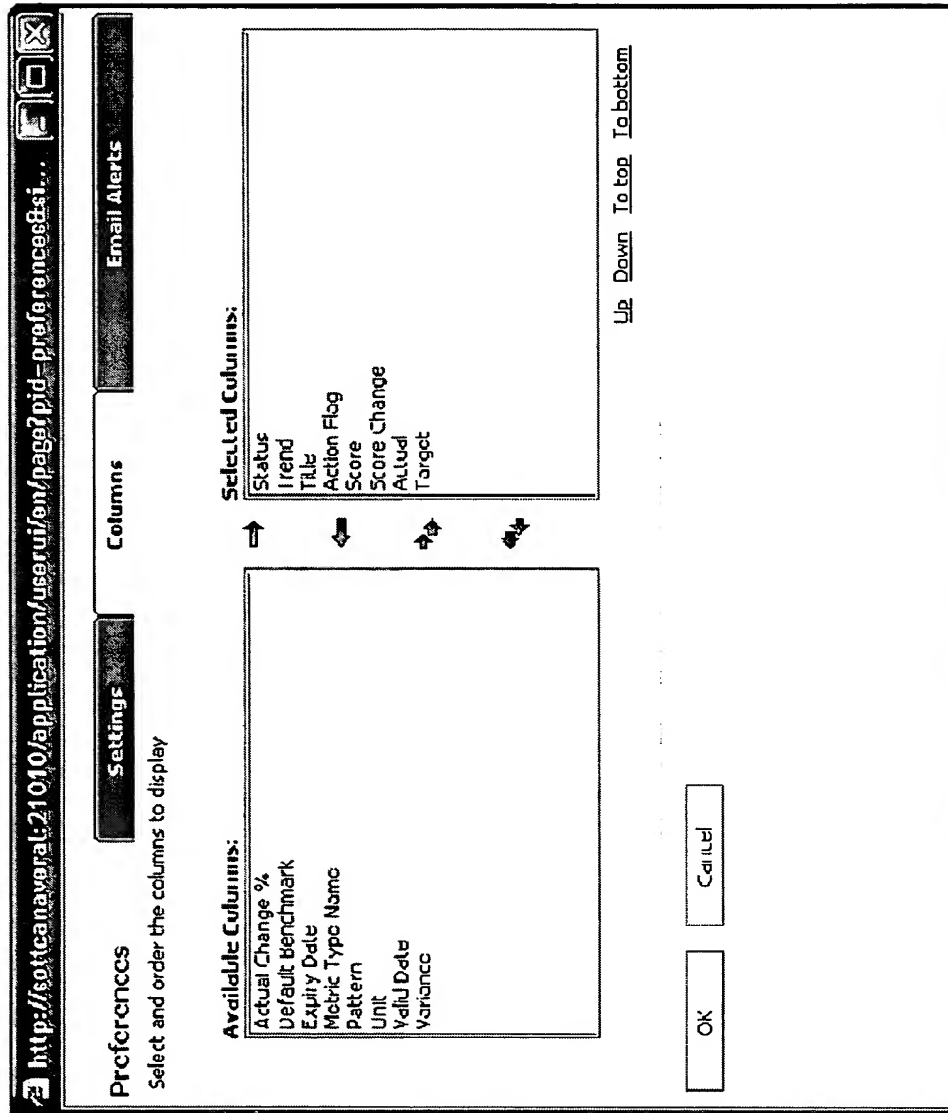


Figure 1J



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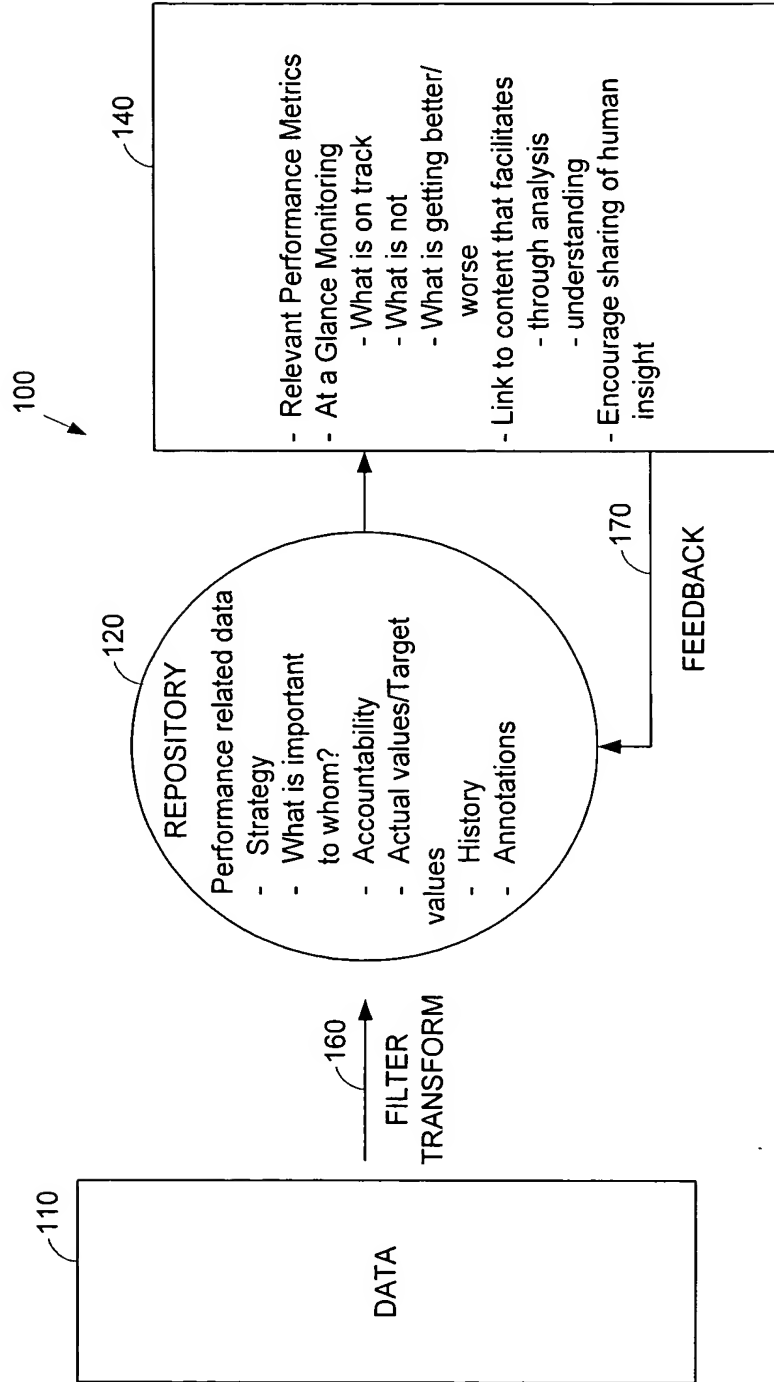


Figure 2A

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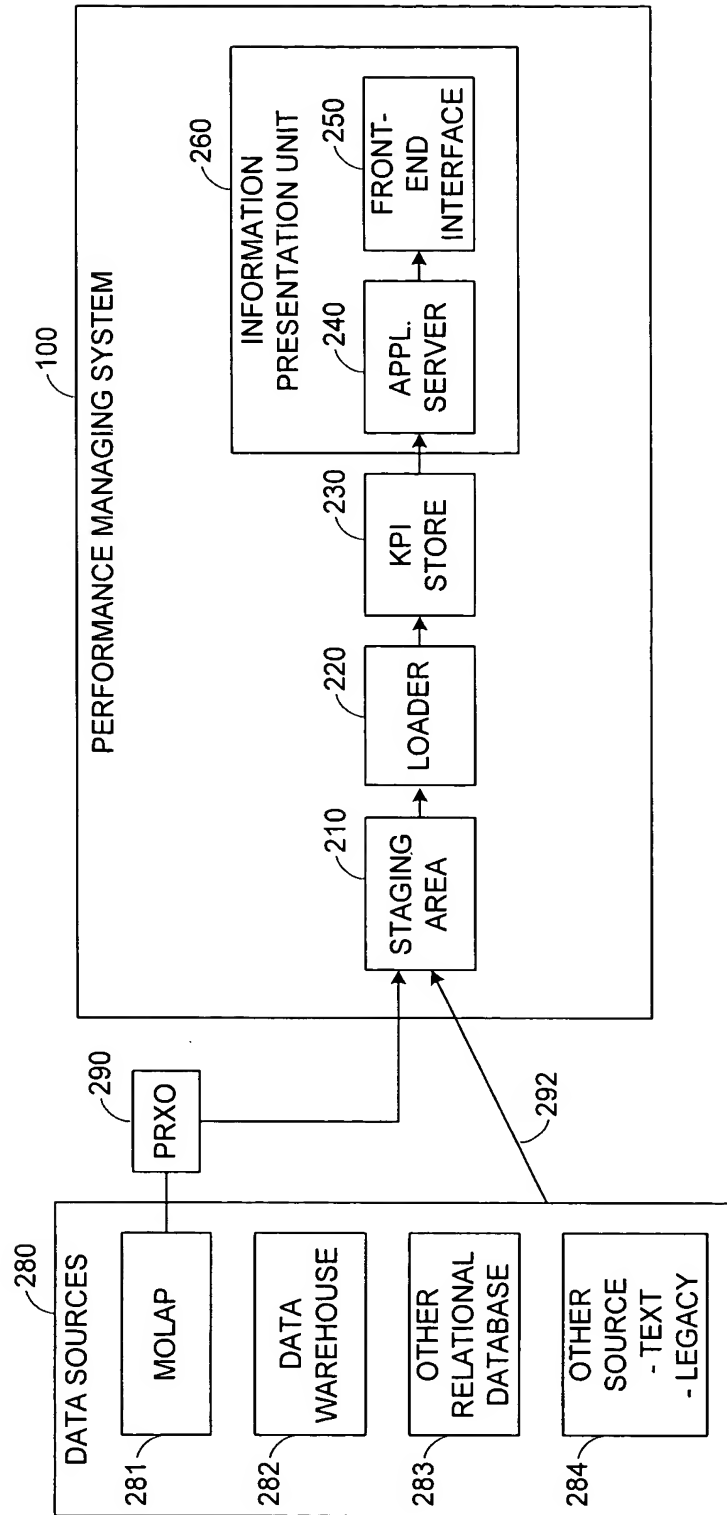


Figure 2B

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Year	Month	Day	Reference	Value Type	Value	Source	Date
2002	05	31	Revenue - North America	Target	5,000,000	SAP	2002/05/21
2002	05	31	Revenue - North America	Forecast	5,120,350	SFA	2002/05/21
2002	05	1	Revenue - North America	Actual	54,742	POS	2002/05/21
2002	05	1	Revenue - North America	Actual	28,353	WEB	2002/05/21
2002	05	1	Revenue - North America	Actual	10,843	Contracts_cube	2002/05/21

300

Figure 3

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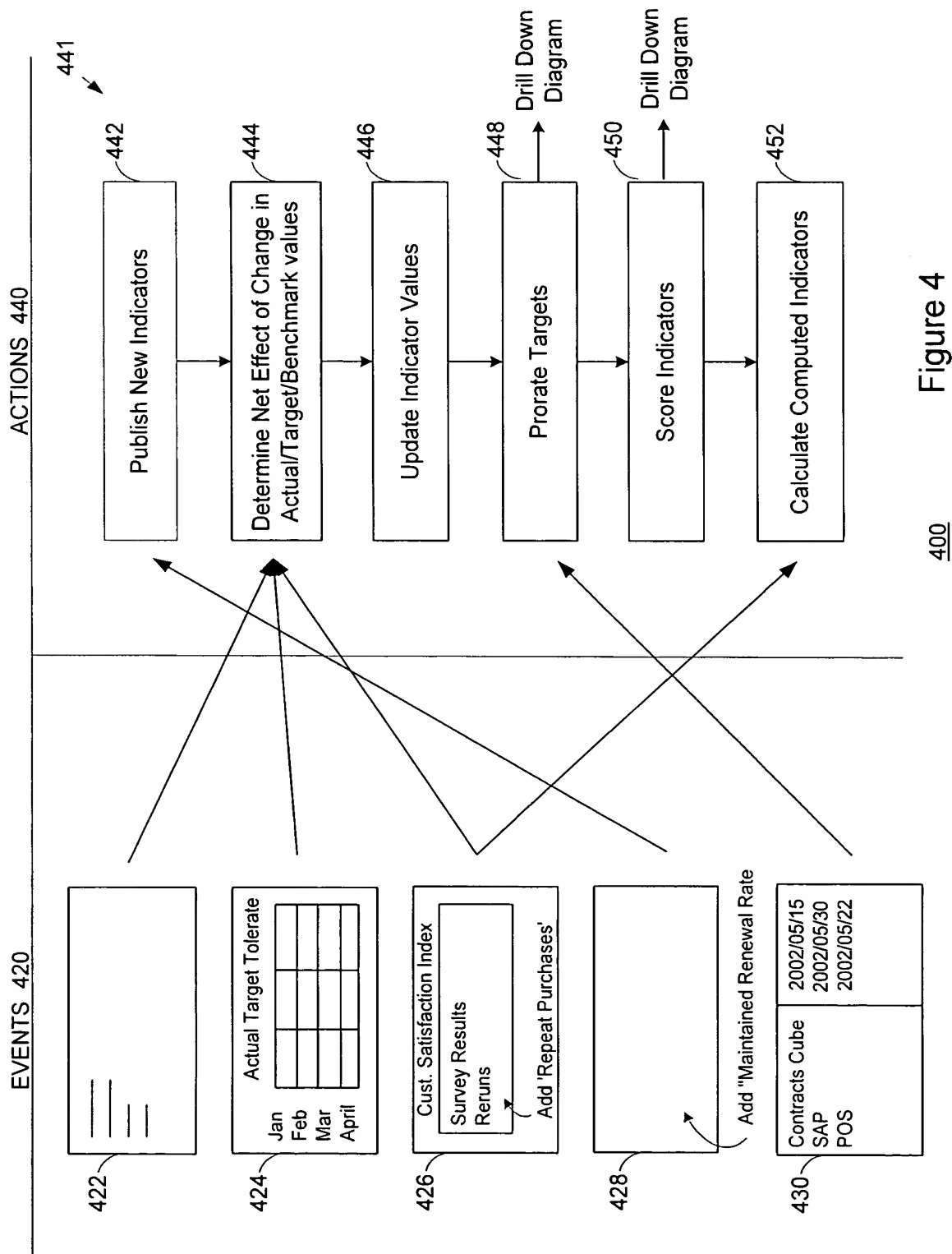


Figure 4

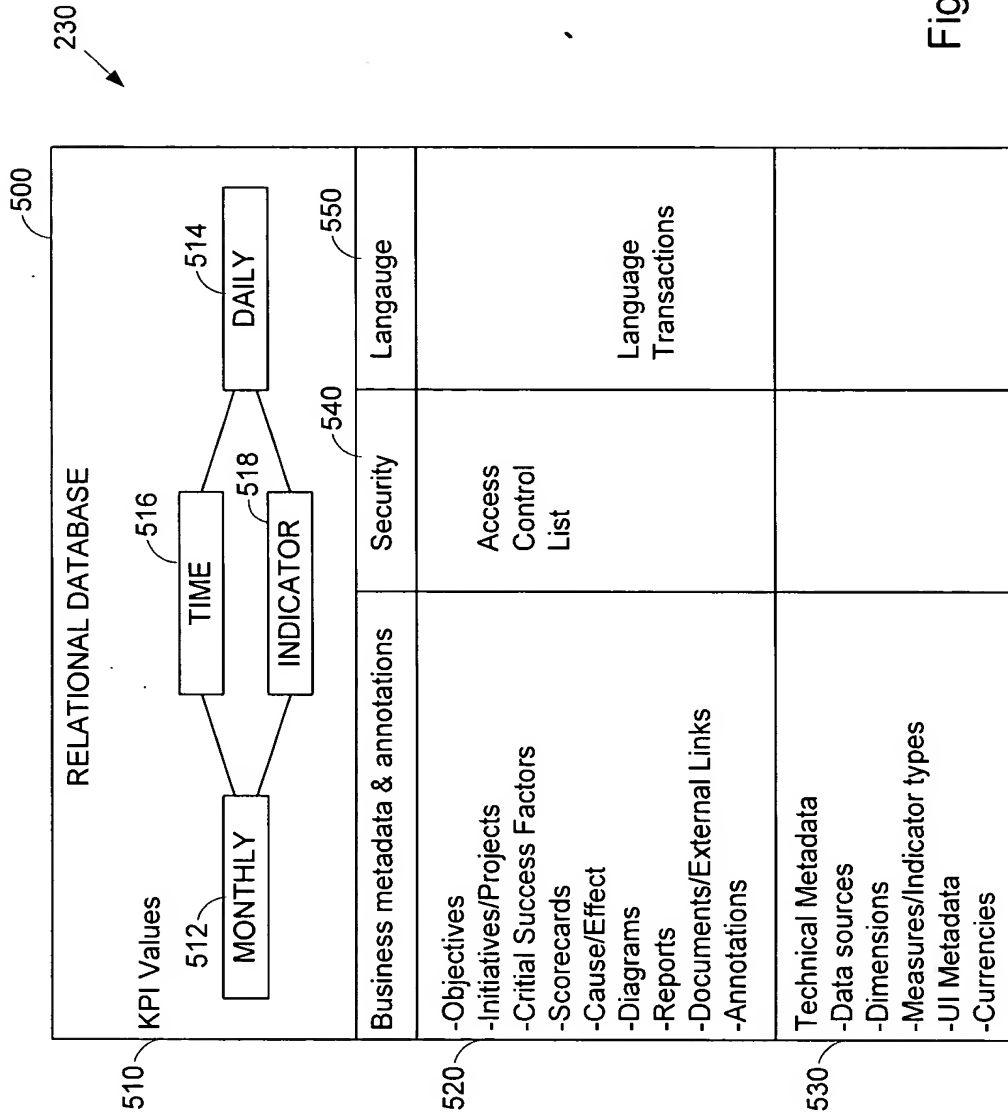


Figure 5

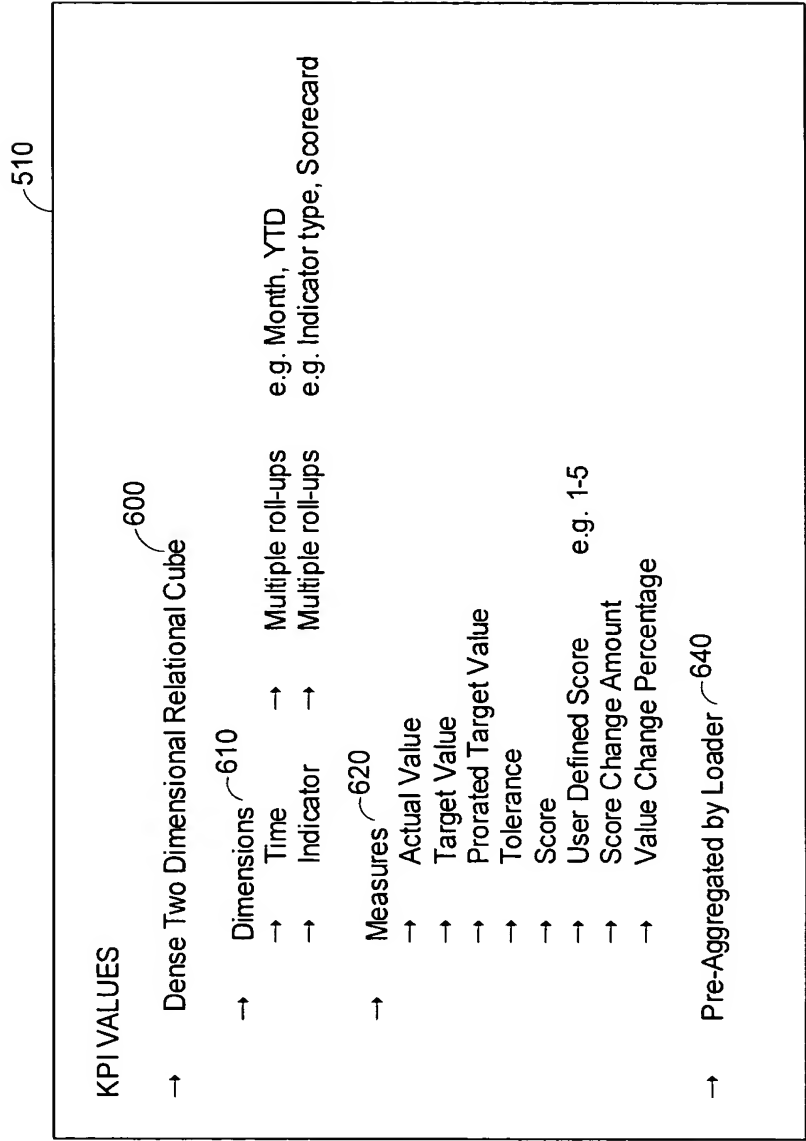


Figure 6

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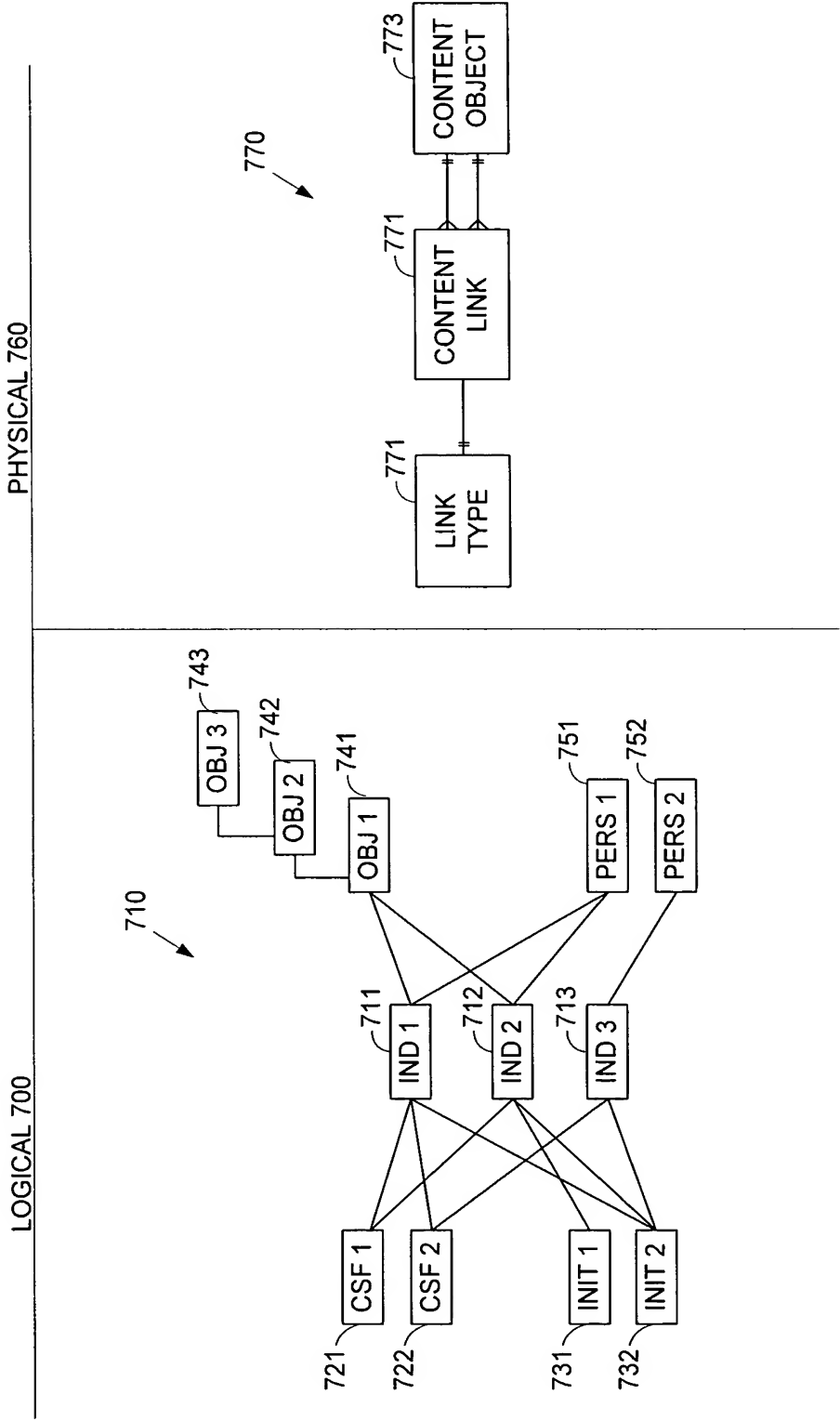


Figure 7

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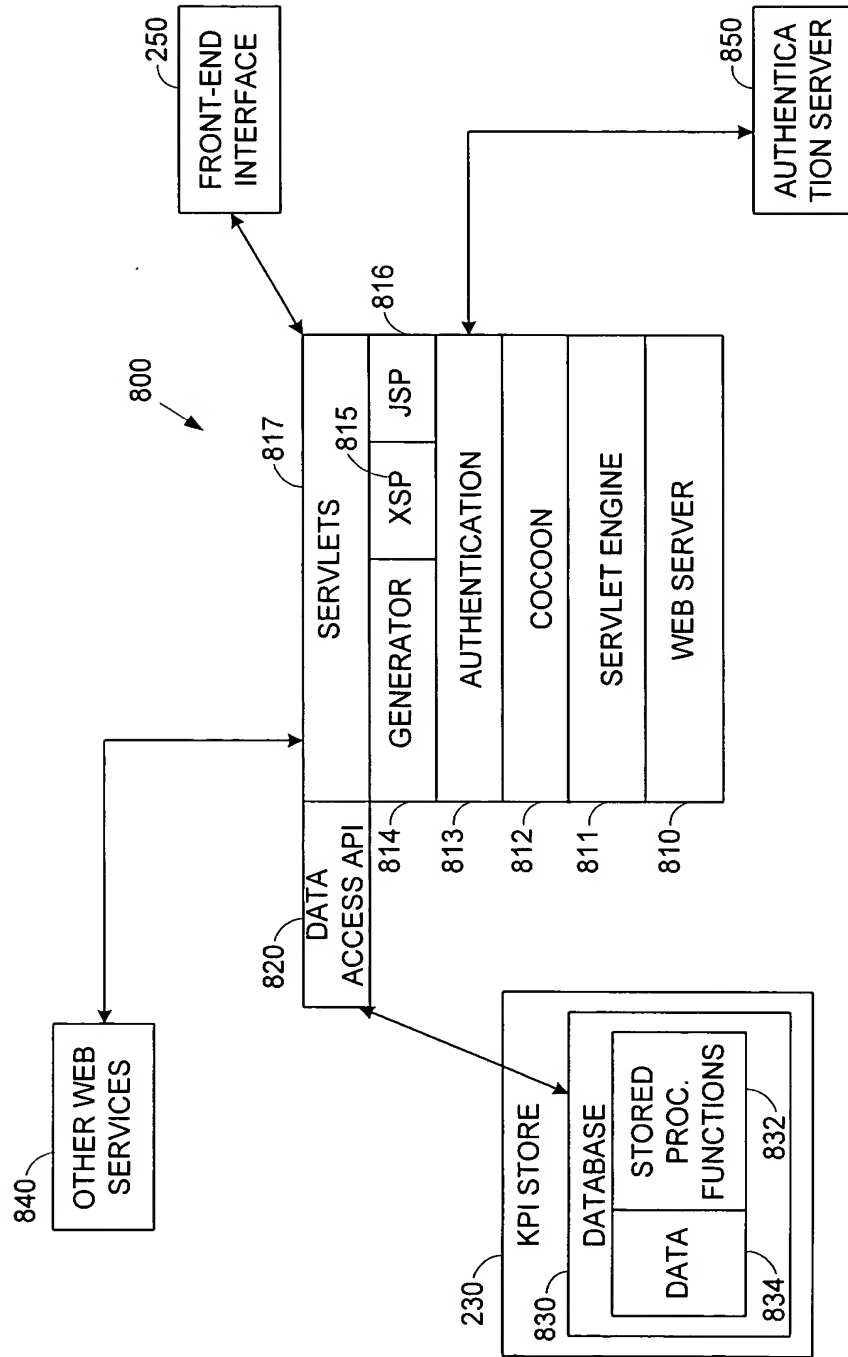


Figure 8



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900

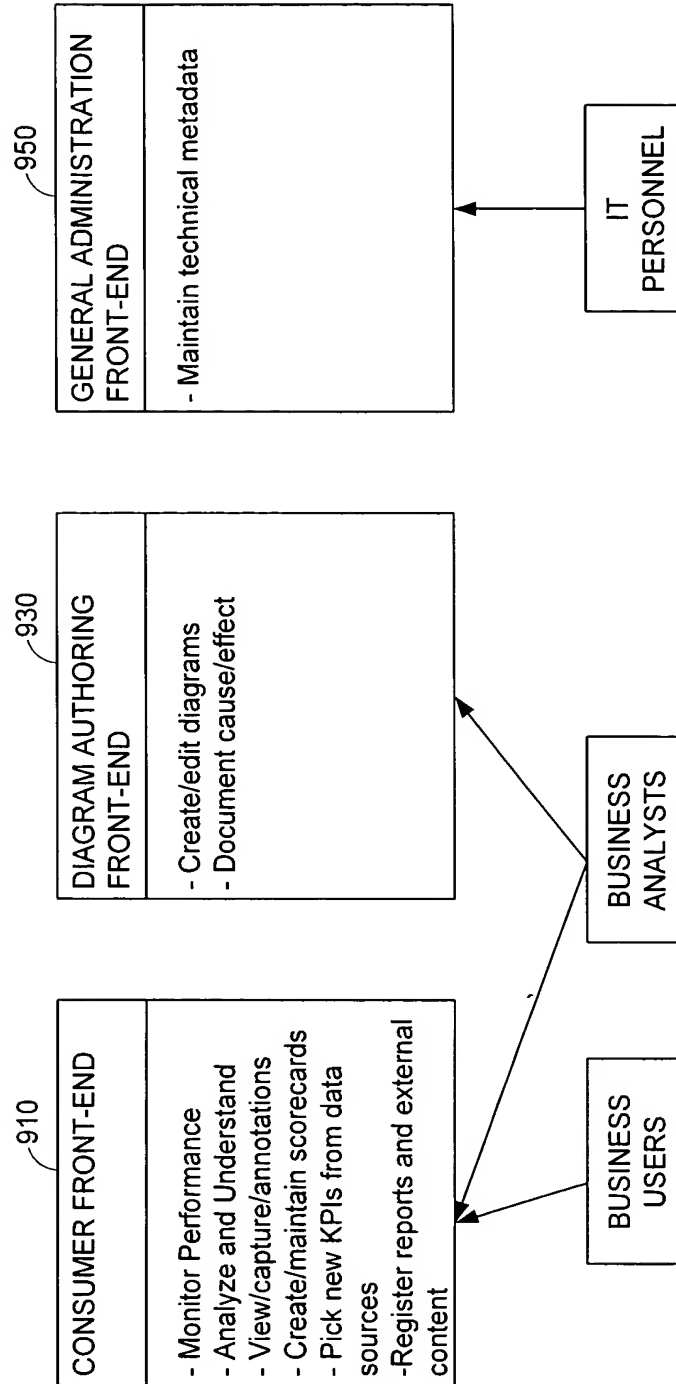


Figure 9

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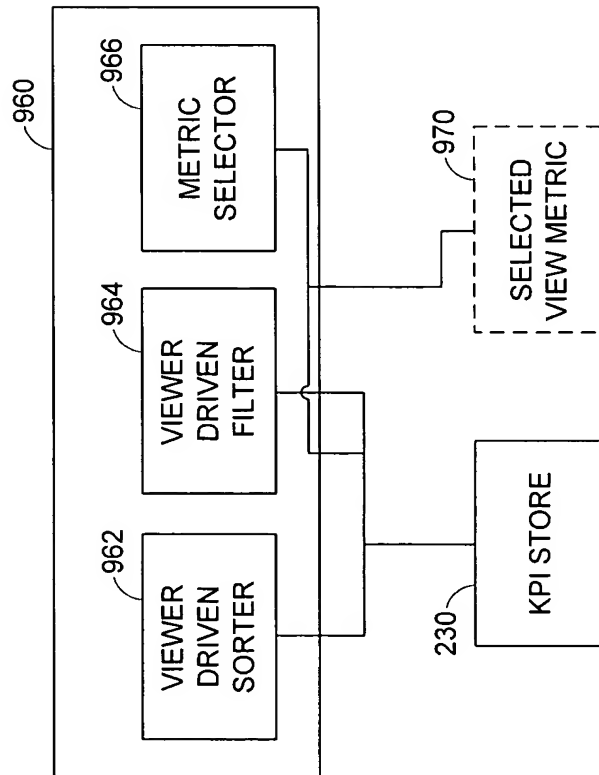


Figure 10

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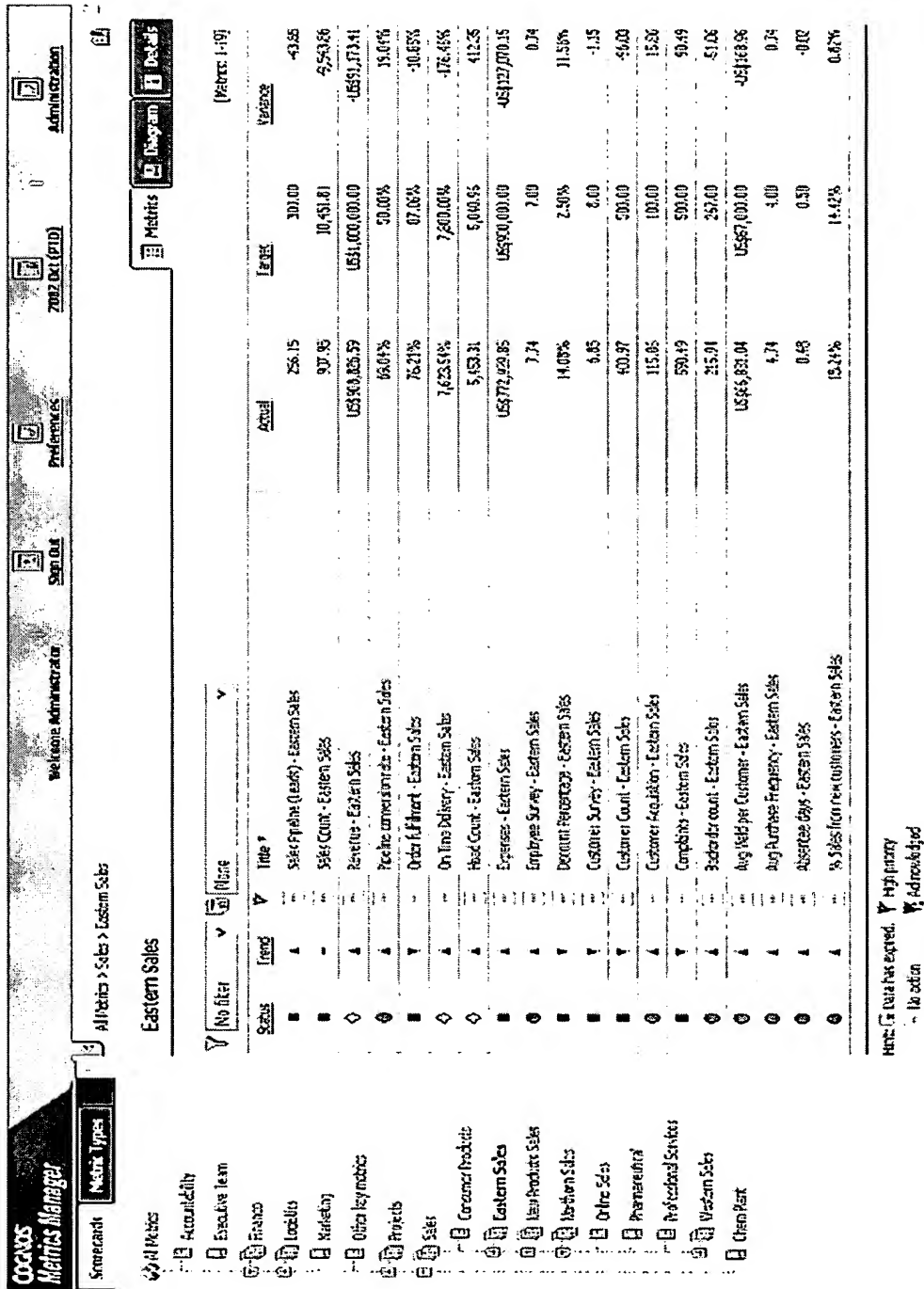


Figure 11

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all Metrics > Sales > Eastern Sales

## Eastern Sales

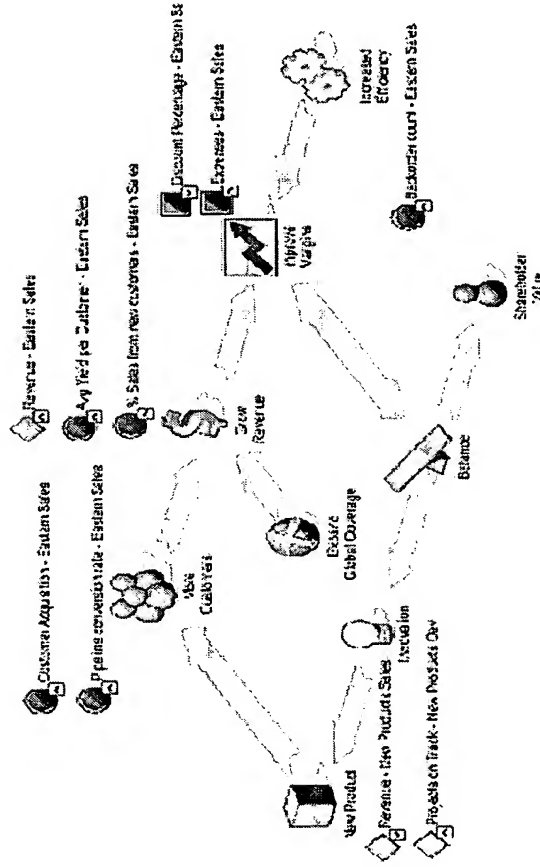


## Details

**Diagram**

## Metrics

...est Updated



## Figure 12

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Alpena > Sales > Eastern Sales

Eastern Sales

MetricsDiagramDetails

Description

The description gives a clear concise definition of the object. It helps users understand exactly what they are looking at, and what it should/should not be used for. This demo does not contain a description for every object.

Owner

Name	Description	Telephone	Email Address
Tom Fazal	VP Sales		tom.fazal@ccgreg.com

Shortcuts to Understanding

- www.ccgreg.com
- Global Sales discussion forum
- Eastern Region Sales Team - Toolkit
- What are shortcuts to understanding?

Figure 13

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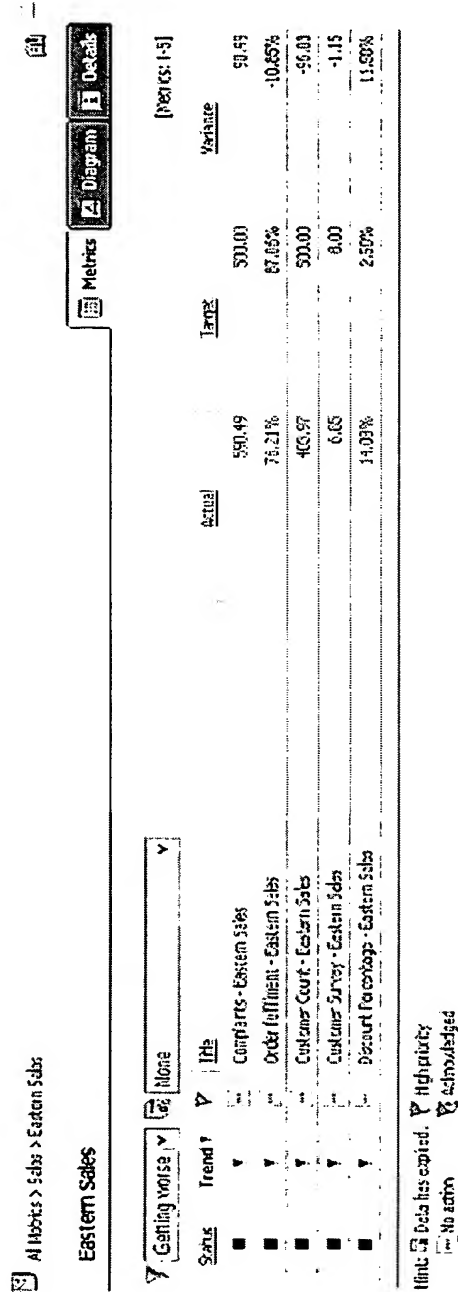


Figure 14

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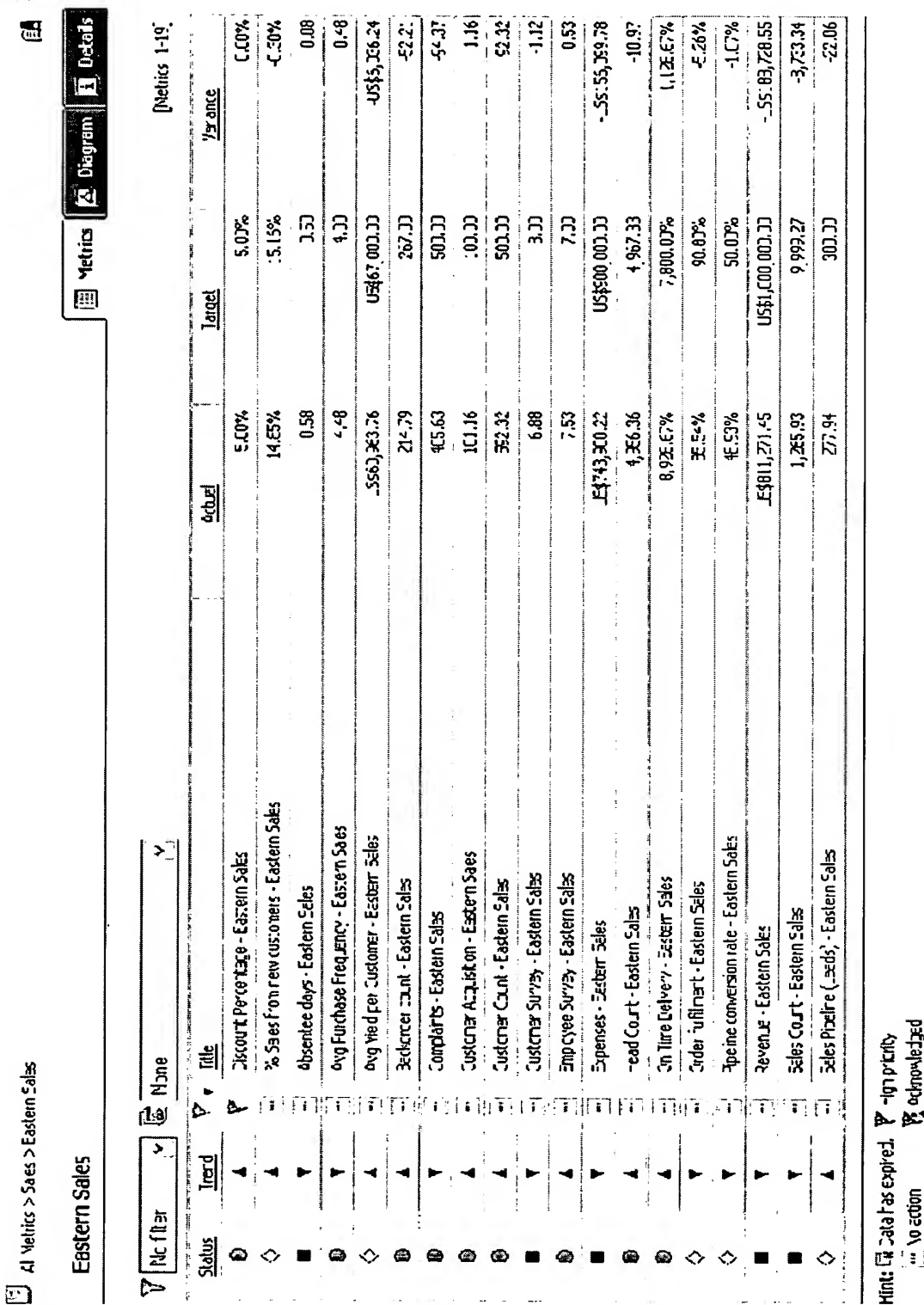


Figure 15

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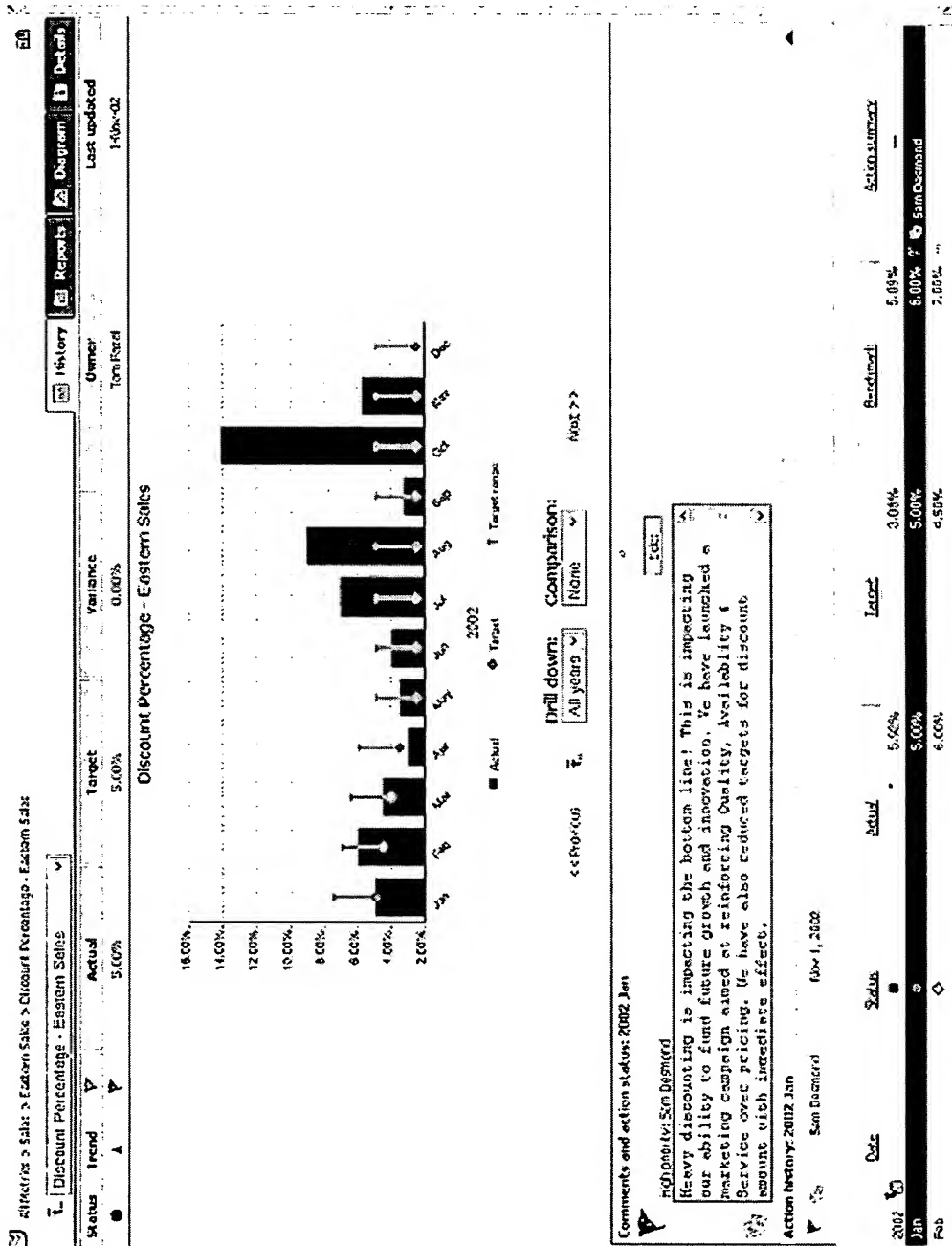


Figure 16



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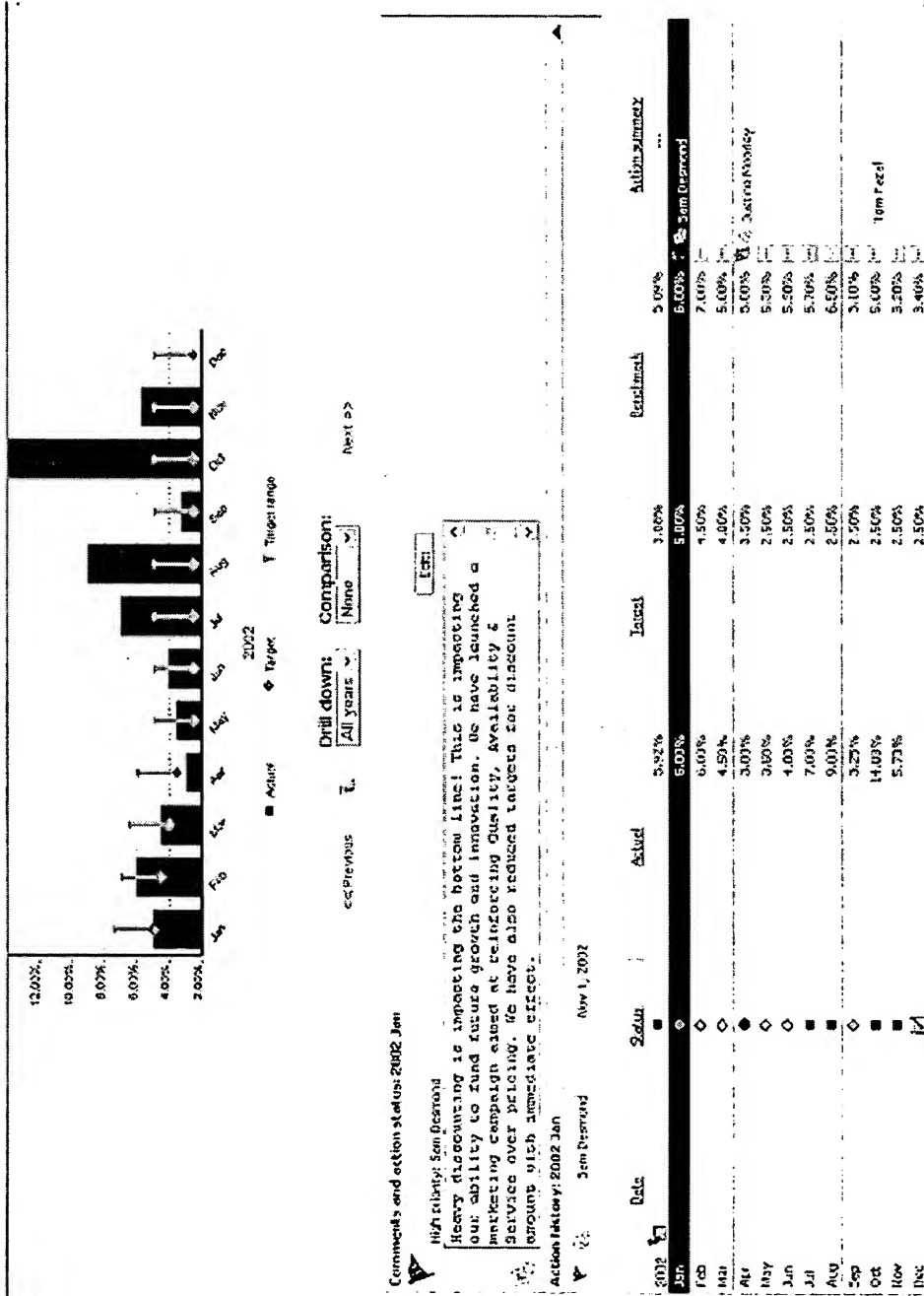


Figure 17

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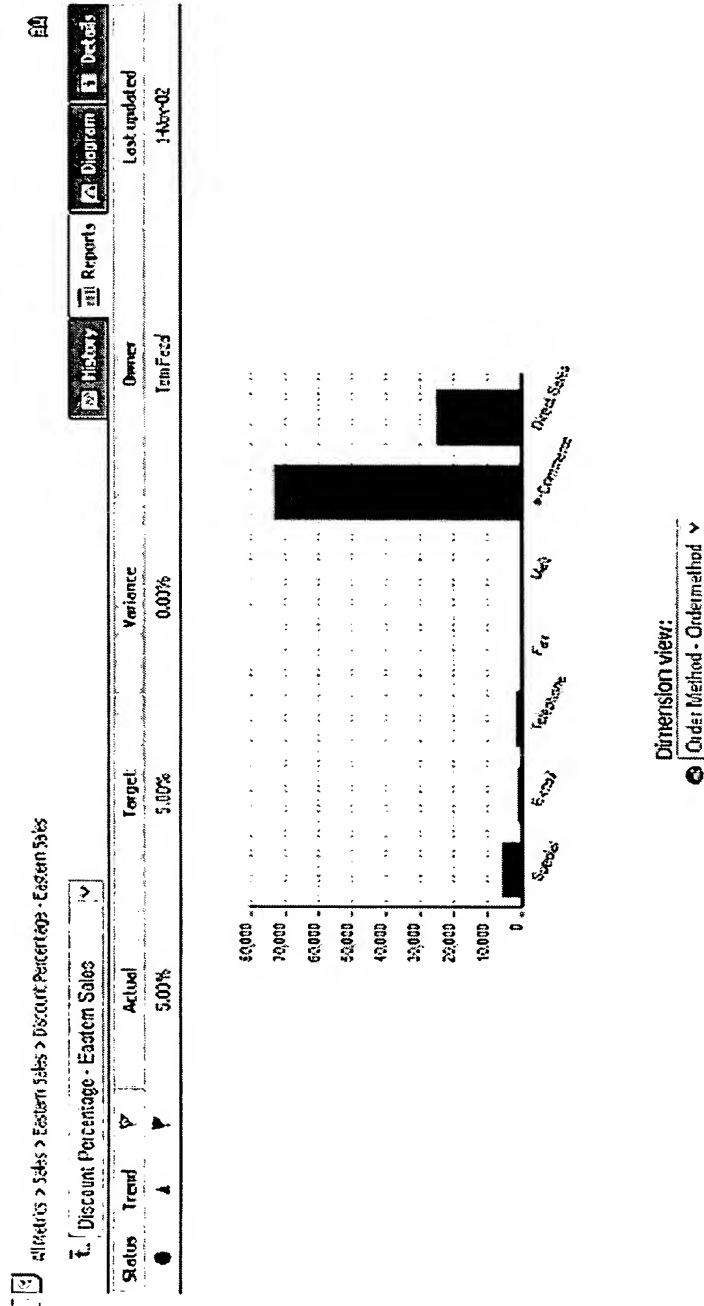


Figure 18

- Shortcuts to Understanding**
- Eastern Region Sales Team - Task list
  - Excel account models
  - Importing Sales Performance Report
  - Outlook Sales discussion forum
  - PowerPoint Analysis of Discount
  - PowerPoint Presentation
  - What are shortcuts to understanding?
  - [www.cognos.com](http://www.cognos.com)

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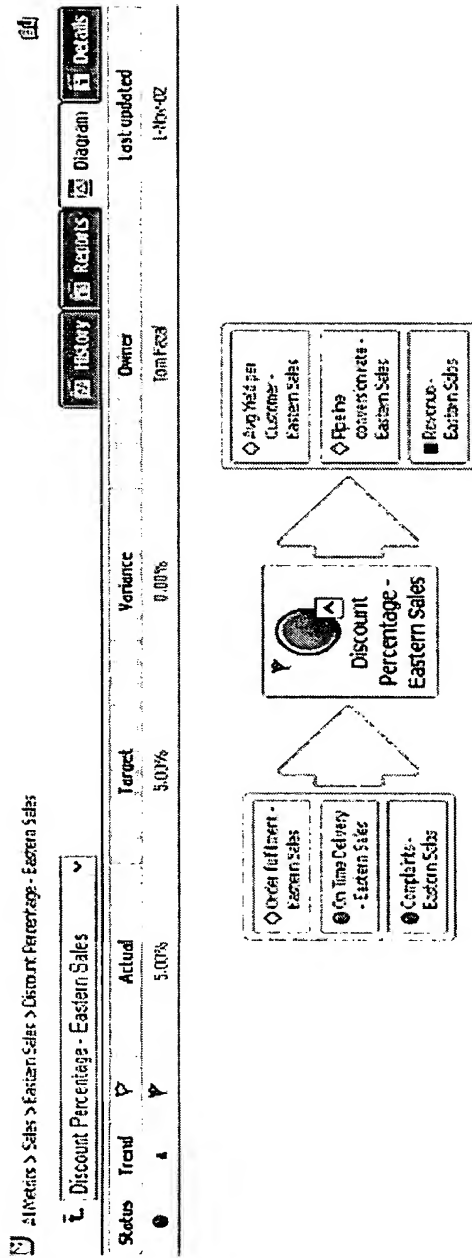


Figure 19

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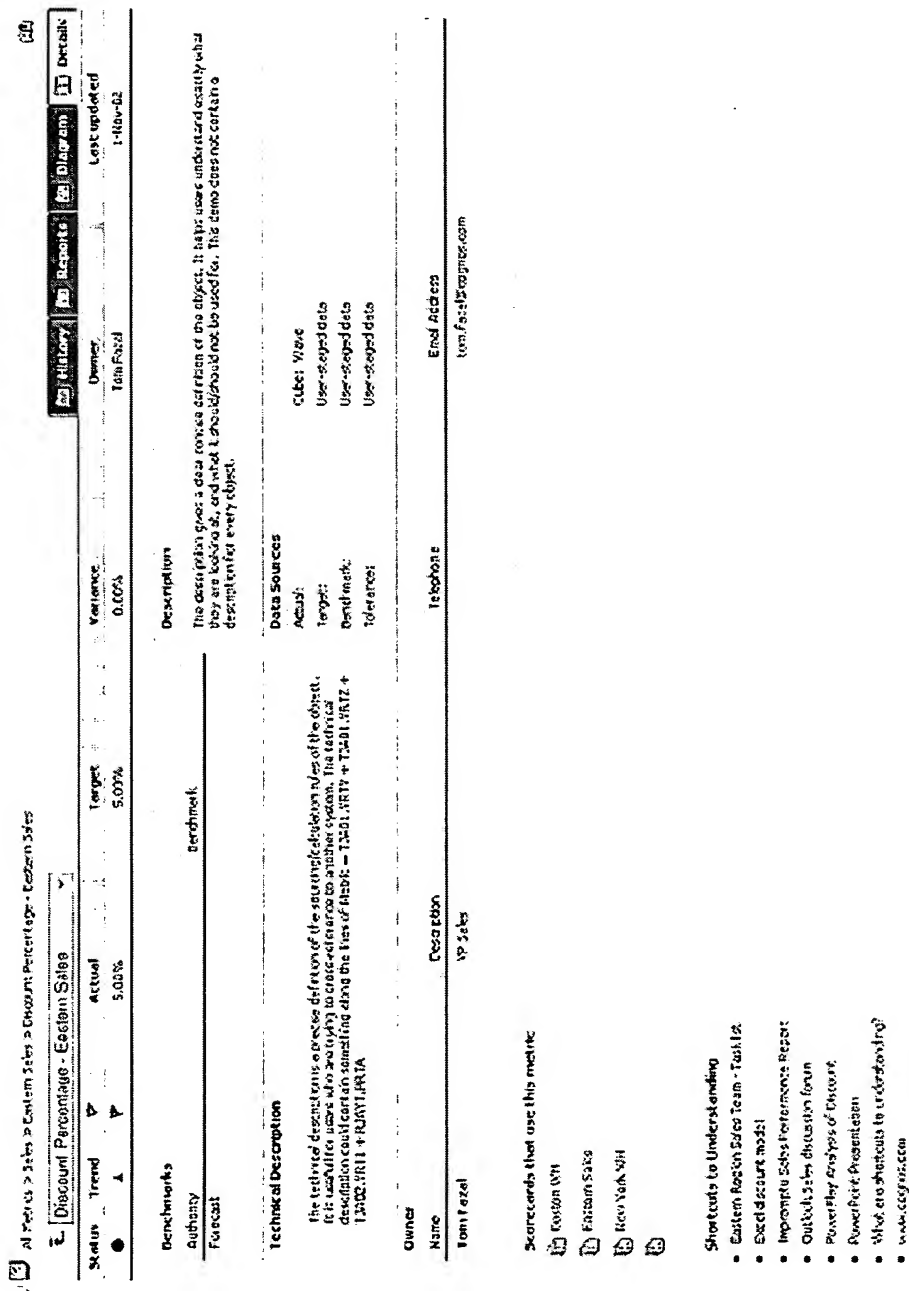


Figure 20

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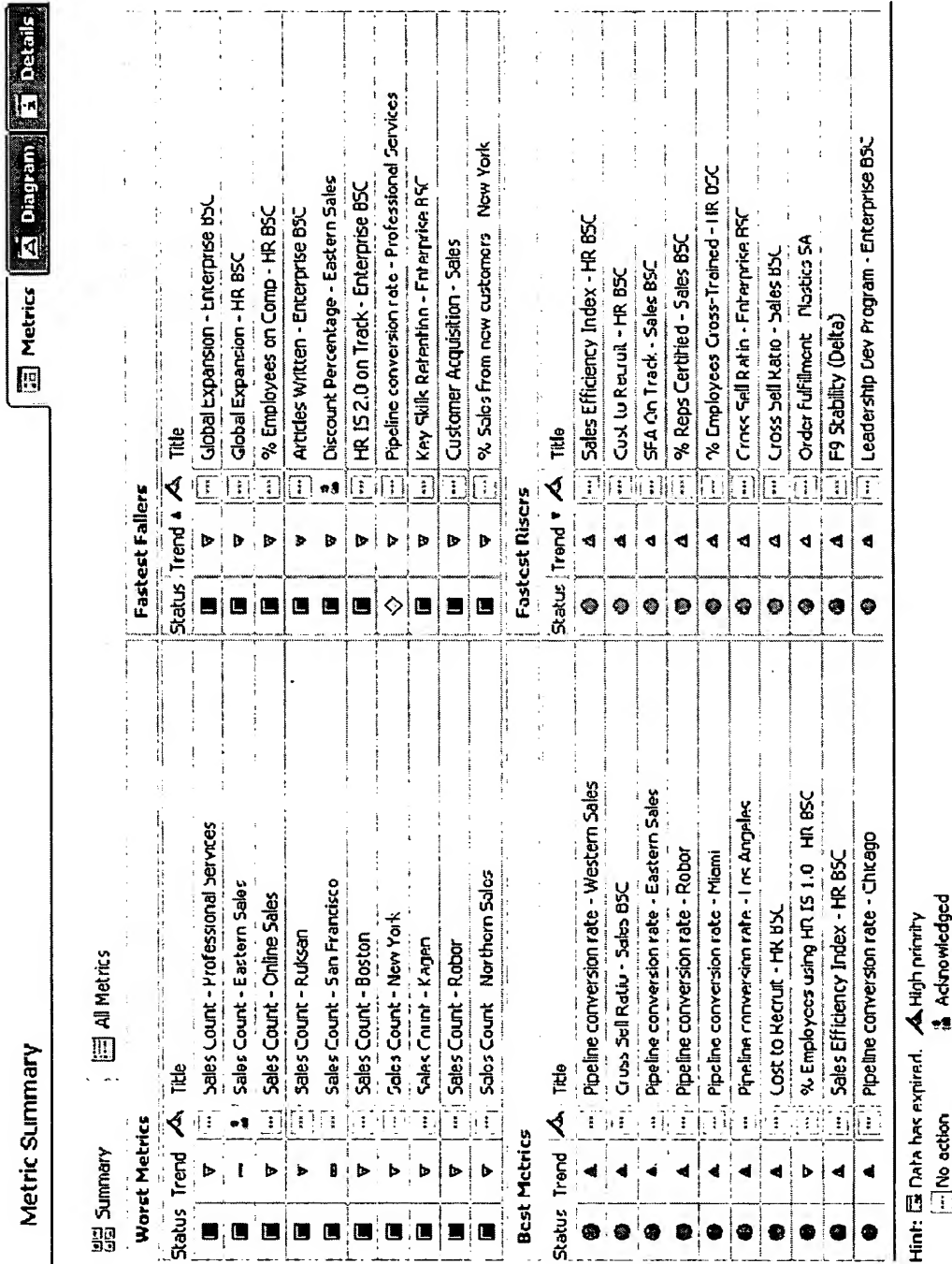


Figure 21

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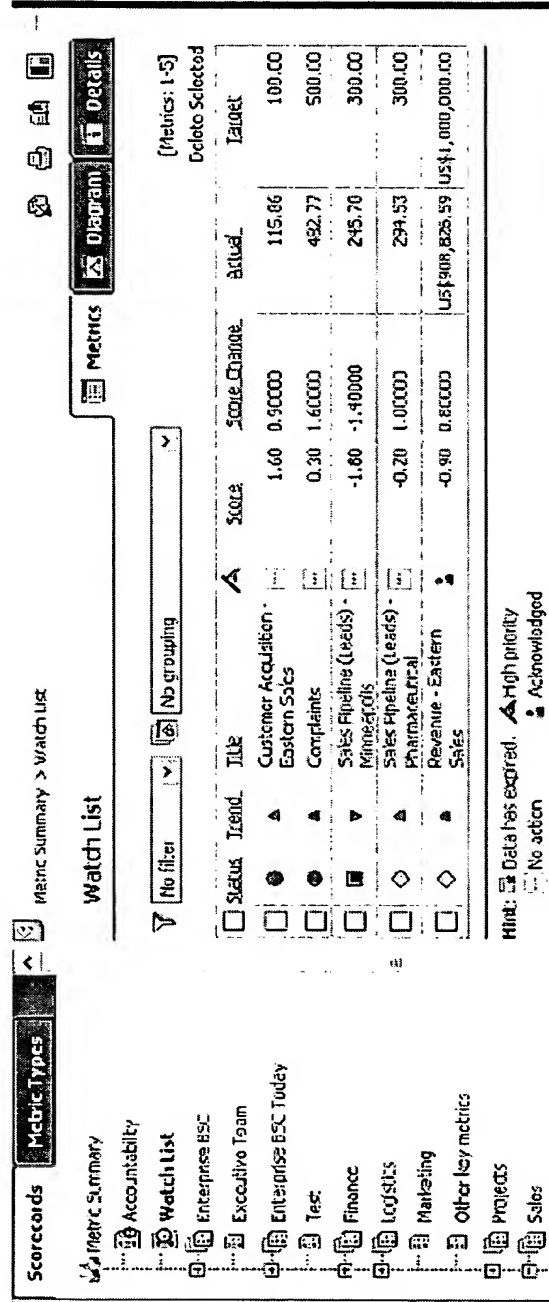


Figure 22

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# Accountability

Metrics Diagram Details

Status	Trend	Title	Score	Score Change	Actual	Target
◇	▲	Expenses - Plastics SA	-0.80	1.00000	US\$969,160.44	US\$900,000.00
■	▼	Head Count - Consumables SA	-1.40	-0.30000	5,503.19	4,818.63
◇	▲	Order fulfillment - Minneapolis WH	-0.40	0.10000	84.30%	87.55%
■	▼	Overstock - Consumables SA	-1.50	-2.20000	US\$420,933.03	US\$495,779.26
■	▼	% Items in understock - Los Angeles WH	-1.40	-0.30000	US\$0.04	US\$0.05
●	▼	% Items in understock - Udon Plant	0.00	-2.00000	US\$0.05	US\$0.05
◇	▲	Absentee days - US Purchasing	-0.40	1.00000	0.52	0.50
■	▼	Backorder count - Distribution	-1.50	-3.30000	306.68	267.00
●	▲	Customer Count - Miami	0.60	2.40000	529.80	500.00
◇	▲	Employee Survey - Acme Trading Co	-0.60	0.40000	6.57	7.00
●	▼	Employee Survey - Nakon Plant	1.00	-0.50000	7.68	7.00
●	■	Expected budget overrun - Arthur	0.00	0.00000	US\$4,024.65	US\$0.00
●	■	Expected budget overrun - Cirrus	0.00	0.00000	US\$4,991.89	US\$0.00
●	■	Expected budget overrun - Diablo	0.00	0.00000	US\$5,302.66	US\$0.00
■	▼	Expenses - Acme Trading Co	-1.50	-0.70000	US\$1,034,297.35	US\$900,000.00
■	▼	Expenses - Dewey Hill Plant	-1.30	-0.60000	US\$781,896.07	US\$900,000.00
■	▼	Expenses - Philadelphia	-1.80	-1.50000	US\$735,757.44	US\$900,000.00
●	▼	Scrap rate - Udon Plant	1.50	-0.70000	1.73%	2.03%
●	▲	Absentee days - Professional Services	1.50	0.40000	0.42	0.50
■	■	Accounts Receivable - Finance	-1.90	0.00000	US\$805,241.35	US\$1,000,000.00
■	▲	Accounts Receivable - Individuals AR	-1.30	0.60000	US\$870,262.86	US\$1,000,000.00
◇	▼	Backorder count - New York	-0.10	-2.10000	270.38	267.00
●	▲	Complaints - Minneapolis	1.90	1.00000	404.23	500.00
◇	▼	Customer Acquisition - New York	-0.50	-2.00000	94.72	100.00

Figure 23